

ProMicro WordPro Update

| PRODUCT | Q1-unts | Disc | Q2-unts | Disc | Q3-unts | Disc | Tot-unts | ***** | Tot-Dis | ***** |
|---------|---------|------|---------|------|---------|------|----------|---------|---------|--------|
| WDPRO 1 | 0 | - | 0 | - | 207 | 43 | 211 | \$ 466 | 43 | \$ 97* |
| | | | | | WDPRO 2 | | 139 | - | 567 | - |
| 638 | - | 769 | \$ 5742 | 450 | \$4050* | | | | | |
| | | | | | WDPRO 3 | | 0 | - | 0 | - |
| 676 | 0 | 676 | \$13520 | 211 | \$4220* | | | | | |
| totals | | | | | | | | \$19728 | | \$8367 |

*Discr. dollar amounts calculated according to the "minimum royalty per unit":

WDPRO1=\$2.25/unit WDPRO2=\$9.00/unit WDPRO3=\$20.00/unit.

Units sold/royalty \$ include both U.S. and international/intercompany sales (which are priced differently) but exclude U.K. totals because U.K. manufactures its own WordPro products.

1. Contract cancelled. New arrangement calls for ProMicro to sell us complete packaged Wordpros on exclusive basis. New contract being drafted, implemented as soon as following actions taken:

- a. Pay discrepancy amt. (\$8,366.75)
- b. Provide U.K. accounting & payment.
- c. Sign purchase order for WDPRO 4(1,000 to be produced in time for N.C.C).
- d. Pay 3rd Qtr royalties (\$19,727.75) by May 13 due date.

2. Perry called Kit Spencer to get figures/arrange payment of U.K royalties. Stu Martin will fly to Europe (at his own expense)and negotiate directly with Kit and Harald Sneyer and other interested managers...he has offered to provide translations of Word Pro if they don't already exist.

3. Henceforth (eff. March 31) ProMicro will sell WordPro to CBM (U.S.) which will provide units nationally, to Canada and to CEL as requested...and ProMicro will sell DIRECT to U.K., Germany and other countries under separate contract.

4. Current WordPro inventory (finished units) is zero. Backlog is 99 WDPRO1 (all U.S.)...480 WDPRO2 (32 U.S. & 448 intercompany-CEL&Canada)...and 721 WDPRO3 (276 U.S.&445 intercompany).

5. New Royalty Structure (for packaged units)...

| | Old Structure | New Structure |
|--------|-----------------|---------------|
| WDPRO1 | >15% or \$2.25 | \$ 9.00 |
| WDPRO2 | >15% or \$9.00 | \$30.00 |
| WDPRO3 | >15% or \$20.00 | \$60.00 |
| WDPRO4 | ----- | \$90.00 |

TOTAL PRICE LIST

| Program | Retail | Dealer | CBM |
|---------|----------|----------|---------|
| WP1 | \$ 30.00 | \$ 18.00 | \$ 9.00 |
| WP2 | 100.00 | 60.00 | 30.00 |
| WP3 | 200.00 | 120.00 | 60.00 |
| WP4 | 300.00 | 180.00 | 90.00 |

Actions

**scanned by:
commodore
international
historical
society**